

“In 2019, FPT recorded profit before tax of VND 4,665 billion, up 20.9% YoY. In which, the technology sector’s profit increased by 29.9% YoY.”



In 2019, consolidated revenue and profit before tax (PBT) reached VND 27,717 billion and VND 4,665 billion, up 19.4% and 20.9% YoY, exceeded 4% and 5% of the year target, respectively. PBT margin was improved to **16.8%** (16.6% in 2018).

With the digital transformation strategy, FPT expects to maintain the 2019 growth momentum in 2020 based on the technology sector as a key growth driver of FPT.

Summary of YTD consolidated financial performance

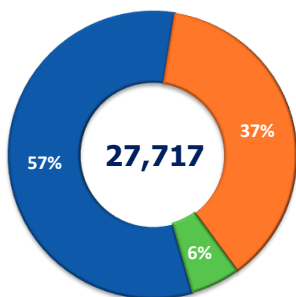
Unit: VND in billions

Items	12M2018	12M2019	YoY change	vs. YTD guidance
Net revenue	23,214	27,717	19.4%	104.0%
Profit before tax (PBT)	3,858	4,665	20.9%	104.6%
Profit after tax (PAT)	3,234	3,912	21.0%	104.5%
PAT attributed to parent company’s shareholders	2,620	3,135	19.7%	103.4%
Basic EPS (VND)	3,546	4,220	19.0%	103.5%

Table 1 - Summary of financial performance in 12M2019

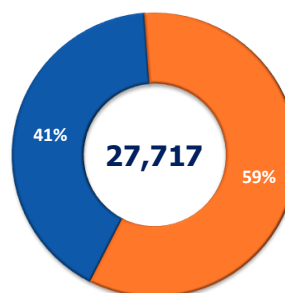
In 2019, overseas markets brought FPT with revenue of VND 11,452 billion, up 25.7% YoY and 1,894 billion, up 26.9% YoY. Both overseas revenue and PBT contributed 41% to FPT’s result (In 2018, the proportions were 39%).

Revenue by sector

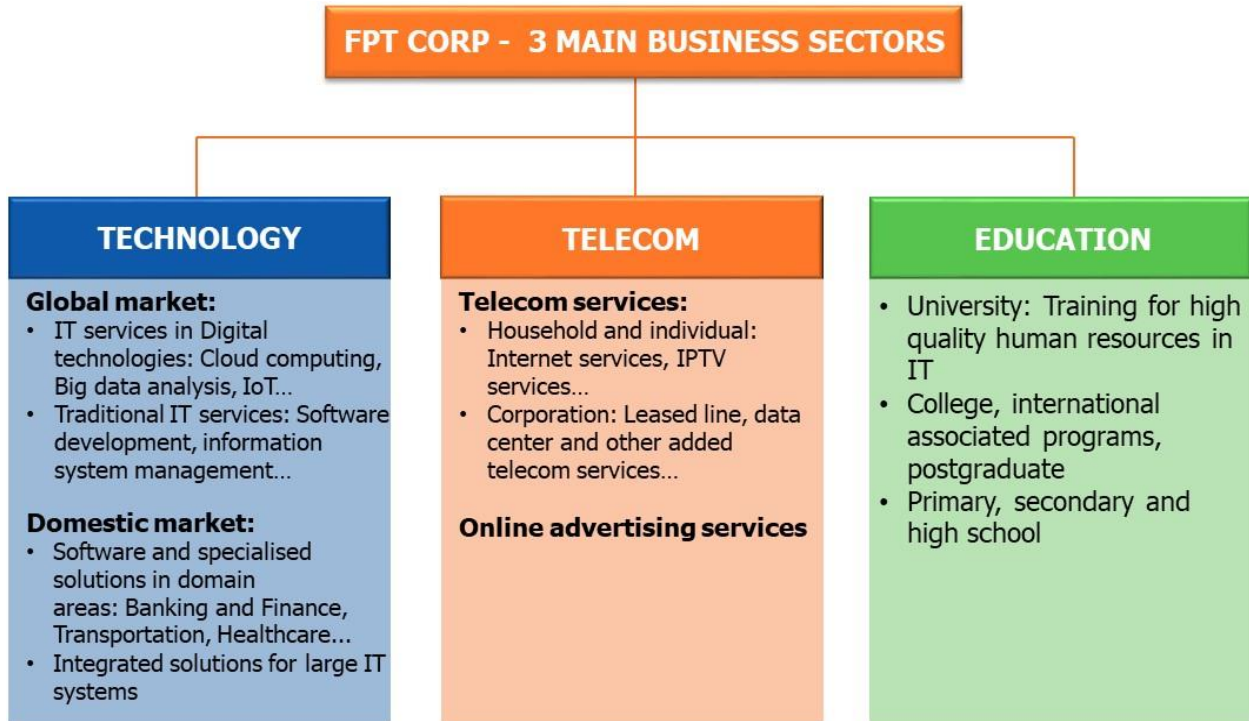


■ Technology ■ Telecom ■ Education, investments & Other

Revenue by market

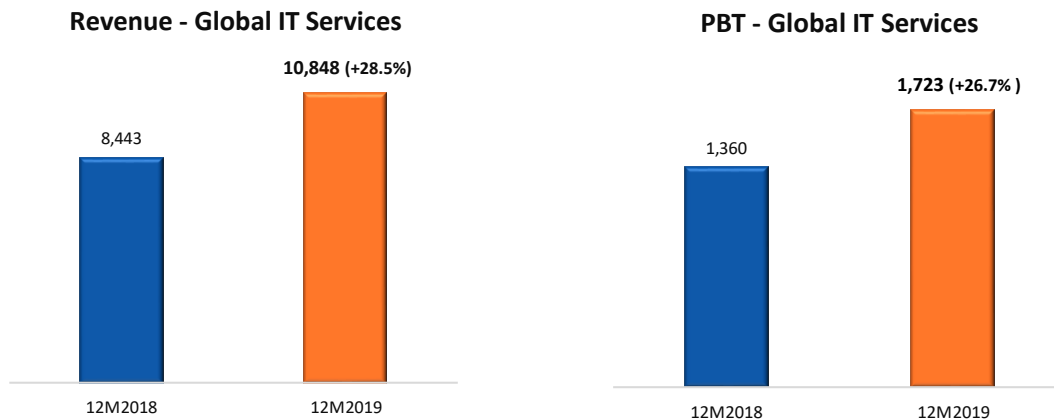


■ Overseas ■ Domestic



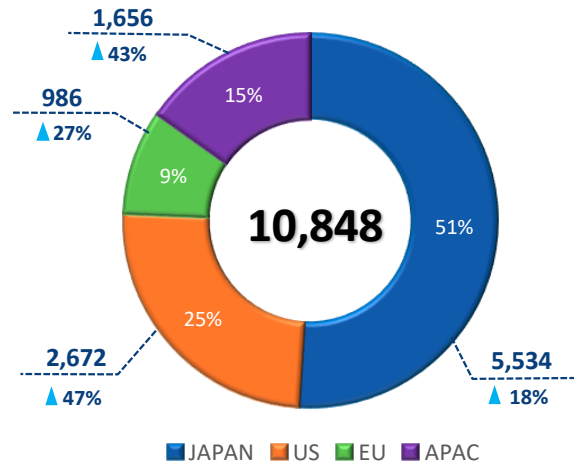
Technology sector: PBT achieved VND 1,973 billion, up **29.9%** YoY, driven by the core pillar – Global IT Services.

❖ **Global market:** The segment’s revenue and PBT increased by **28.5%** and **26.7%** YoY, respectively. PBT margin was 15.9%, slightly decreased from 16.1% in 2018 due to the allocation of goodwill from Intellinet M&A in 2018, along with the increasing income of IT engineers in 2019.



The US and APAC markets delivered an outstanding performance with revenue growth of 47% and 43% YoY, respectively. Excluding Intellinet performance, the US market's revenue still achieved impressive growth of 46% YoY thanks to increasing sales from existing customers as well as enhancing FPT's position in the US after Intellinet acquisition. Japan's revenue growth is slow down due to restructuring project portfolio to focus more on big projects and proactively abandon small projects. Therefore, FPT strongly believes that the Japan market will resume a high growth in 2020.

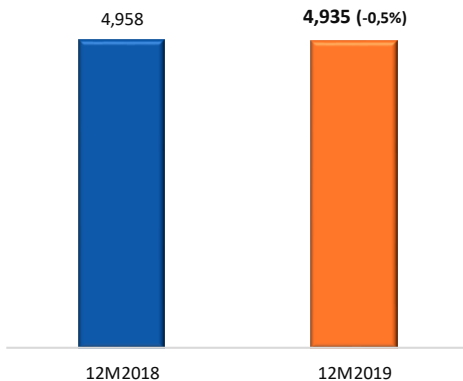
Revenue by market



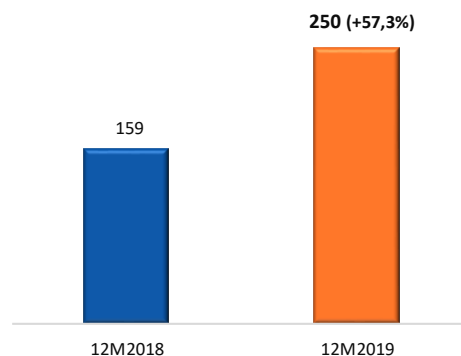
- ❖ **Domestic market:** The segment's PBT increased by 57.3% YoY while revenue goes flat due to the decrease of hardware revenue with a low PBT margin. PBT margin was improved to 5.1% in 2019.

The total contract value signed was VND 4,686 billion, up 14.7% YoY. However, backlog balance for the domestic market was VND 1,898 billion by the end of the year 2019, down 11.6% YoY.

Revenue - Domestic IT Services



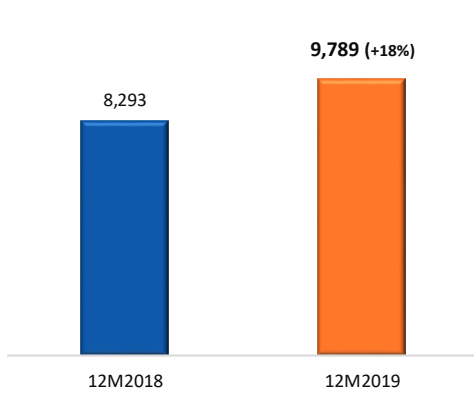
PBT - Domestic IT Services



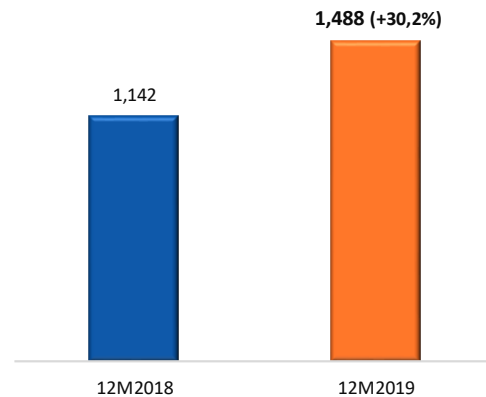
Telecom sector: Revenue was VND 10,398 billion, up 17.7% YoY, thanks to telecom services.

- ❖ **Telecom services:** Revenue and PBT increased by 18.0% and 30.2% YoY, respectively. The high PBT growth in 2019 is mainly thanks to reducing the contribution rate of the Vietnam Public Utility Telecommunication Service fund from 1.5% to 0.7% since July 2018. Revenue from broadband services for individuals and households recorded a growth of 14.7% to VND 6,076 billion underpinned by acquiring new internet subscribers.

Revenue - Telecom Services

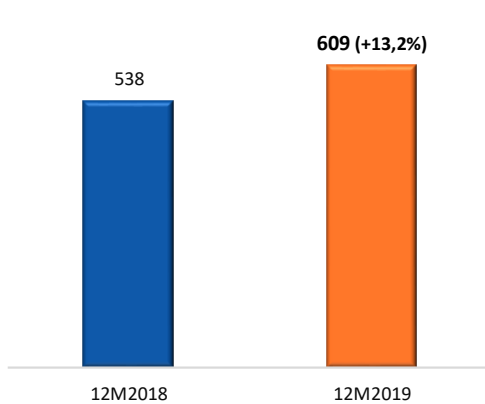


PBT - Telecom Services

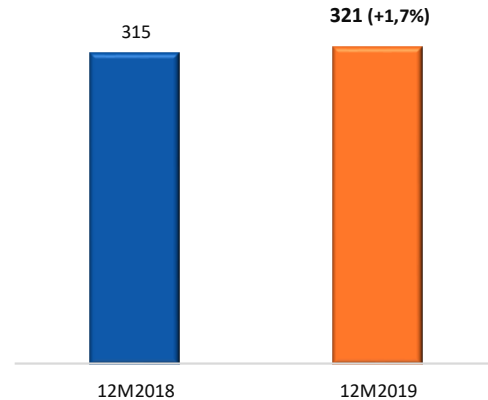


- ❖ **Online advertising:** Revenue and PBT increased by 13.2% and 1.7% YoY, respectively.

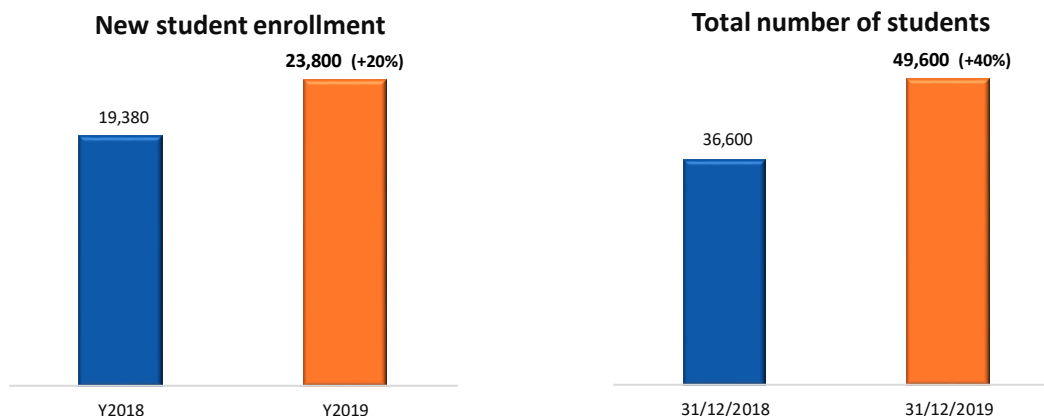
Revenue - Online Advertising



PBT - Online Advertising



Education sector: Ending the year 2019, the total number of students of the education sector was approximately 50,000 students, doubling the number in 2017, increased by 40% YoY.



Financial performance by sector

Unit: VND in billions

SEGMENTS	REVENUE				PROFIT BEFORE TAX			
	12M2018	12M2019	YoY change	% YTD guidance	12M2018	12M2019	YoY change	% YTD guidance
Global IT services	8,443	10,848	28.5%	104%	1,360	1,723	26.7%	102%
Domestic IT services	4,958	4,935	-0.5%	99%	159	250	57.3%	100%
Subtotal Technology	13,402	15,783	17.8%	102%	1,519	1,973	29.9%	102%
Telecom services	8,293	9,789	18.0%	104%	1,142	1,488	30.2%	111%
Online advertising	538	609	13.2%	105%	315	321	1.7%	100%
Subtotal Telecom	8,831	10,398	17.7%	104%	1,458	1,808	24.1%	109%
Education, investments & Other	1,376	1,792	30.3%	N/A	494	531	7.5%	N/A
Distribution and Retail associates	-	-	N/A	N/A	387	353	-9.0%	N/A
Consolidated adjustment	(395)	(257)	N/A	N/A	-	-	N/A	N/A
Total	23,214	27,717	19.4%	104%	3,858	4,665	20.9%	105%

Table 2 - Financial performance by segments in 12M2019

Note: Subtotals may not add up due to rounding

Contact details:

Investor relations department

Email: ir@fpt.com.vn

Disclaimer

This document has been prepared by FPT Corporation and its subsidiaries for the purpose of setting out certain information in respect of FPT's business activities in the period stated. This document may contain forward-looking statements that reflect management's current view with respect to the future development of FPT Corporation, as well as its subsidiaries. The outlook is based on estimates and expectations that we have made on the basis of all the information we have at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.